RJ REYNOLDS

TOBACCO COMPANY

FILE COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

July 18, 1997

RJR Account #509977
Mr. F. Stewart
H. FOURTUNIS DBA A-W

SEPTEMBER DORAL B2G1F / PROMOTION #701143

Dear Fred:

DORAL B2G1F ***pre-sleeved*** product (6M) has been ordered (see quantities listed below), as well as 111 skus of B2G1F Displays (Item #530030) to pack and ship this promotion to your participating retail accounts. *(Displays will be shipped: 56 SKUs 8/25/97 and 55 SKUs 9/2/97)*

Product Shipments:

DORAL BRAND STYLE	B2G1F UPC Code	8/25/97 #/ (6M) Cases B2G1F	9/2/97 #/ (6M) Cases B2G1F
Light	12300-22588	4	4
Light Men 100	12300-22592	4	4
Light 100	12300-22589	4	4
FF 100	12300-22590	1	1

DISPLAY DETAIL

EACH PRE-SLEEVED 6M CASE CONTAINS 30 WHITE CARTONS.
EACH WHITE CARTON CONTAINS 3 PRE-SLEEVED B2G1F DEALS, PLUS 1 LOOSE LIVE PACK.
EACH DISPLAY CONTAINS 7 WHITE CARTONS OR '21 B2G1F OFFERS'.
THIS EQUATES TO 49 LIVE PACKS PER DISPLAY TO BE BILLED TO RETAIL.
IT IS STRONGLY RECOMMENDED THAT YOU PLACE 1 ADDITIONAL LOOSE LIVE PACK INTO EACH DISPLAY; *THIS WILL ENABLE YOU TO BILL RETAIL @ 5 CARTONS PER DISPLAY, RATHER THAN 4.9 CARTONS PER DISPLAY.*

Product / Premium Arrival: **August 25 and September 2, 1997**

Ship Date to Retail: **Week of: September 8 and 8, 1997**

SKU CUBE : **0.9960**
SKU WT (w/o Product): **1.7000 lbs**
Retail Sales Offer per Sku: **21 Offers**

Billing per Sku:

5 Savings Cartons (if additional live pack is added to Display)
4.9 Savings Cartons (if additional live pack is NOT added to Display)

EFT $ Amount: **$3,664.06**
($1,832.03 8/25/97 and $1,832.03 9/2/97)

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PROMOTION DESCRIPTION: SEE ENCLOSED *'WHOLESALER PACKING INSTRUCTIONS'*. UTILIZE PRE-ASSEMBLED DISPLAY. BECAUSE THIS PRODUCT IS PRE-SLEEVED, IT IS NOT NECESSARY TO 'LOAD' DISPLAY. RETAILERS WILL HANDLE DISPLAY SET-UP AT STORE LEVEL. SHIP NUMBER OF DISPLAYS TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED *CUSTOMER LIST.*

PLACE INTO EACH DISPLAY:
* 7 CARTONS OF FOUR DIFFERENT DORAL BRANDSTYLES (2 CTNS/ 2 CTNS/ 2 CTNS/ 1 CTN)
  BRAND STYLES: DORAL LIGHT / DORAL LT MEN 100 / DORAL LT 100 / DORAL FF 100
* 1 ADDITIONAL LOOSE LIVE DORAL PACK (ADD PACK ONLY IF BILLING @ 5 CARTONS PER DISPLAY)
* ONE COPY OF THE ATTACHED 'RETAILER LETTER'

(USE ATTACHED AS 'MASTER' TO MAKE COPIES AS NECESSARY)

EACH DISPLAY WILL CONTAIN 21 B2G1F OFFERS, AND EITHER 7 OR 8 LOOSE LIVE PACKS.
(7 PACKS IF ADDITIONAL LIVE PACK IS NOT ADDED BY DIRECT ACCOUNT;
8 PACKS IF DIRECT ACCOUNT DOES ADD AN ADDITIONAL LIVE PACK).

RETAILER WILL PLACE THE LOOSE LIVE PACKS INTO ON-HAND INVENTORY.
(THE ENCLOSED 'RETAILER LETTER' EXPLAINS THIS)

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you $14.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to $127.40 (9.1 (12M) case(s) @ $14.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: 162309
Enclosures:
- Customer List
- Wholesaler Packing Instructions
- Retailer Letter

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

V-B2G1F.DOC

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Here's A September Offer That's Sure To Please:

Buy Two Packs And Get One Free!

This "**Buy 2 Packs - Get One Free**" promotion is always popular with customers! For added value, smokers are invited to join Doral & Co. and become eligible to receive free offers and savings all year long. The Doral & Co. insert is sandwiched between the two packs.

This impactful Window Paster is a convenient 12"x12½" size and allows you to place it almost anywhere in your store.

The compact Display Unit easily fits on most counters. Offers come pre-sleeved in white cartons along with a fully assembled display that maximizes your retail counter space.

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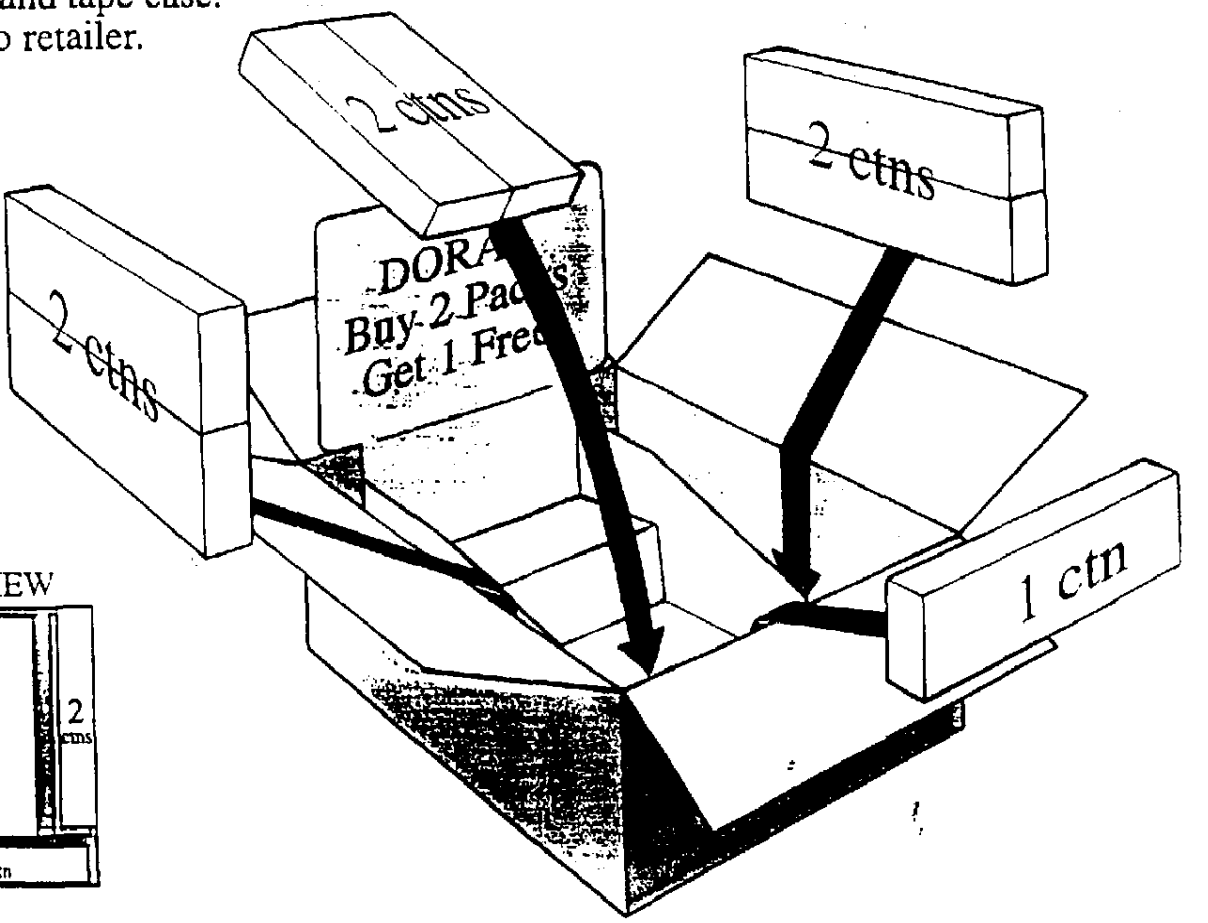
WHOLESALER PACKING INSTRUCTIONS

VALUE-ADDED PROMOTIONS—3RD QTR.'97

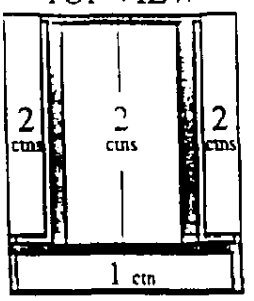
September DORAL B2G1F (Buy 2 Packs Get 1 Pack Free)

STEPS

1. Open DORAL B2G1F shipping case.
2. Place 7 cartons of DORAL promotional product into shipper/display. **(Promotional product is in white cartons and is pre-sleeved).**
3. Fold display header card down.
4. Close and tape case.
5. Ship to retailer.



TOP VIEW



Item: #530030
Description: DORAL September B2G1F Display/POS Kit

Brand Style	Light	Lt MEN 100	Light 100	ff 100		
Number of Cartons	2	2	2	1		

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WHOLESALER : 509977 HARRY FOURTUNIS, INC. <DIRECT>
TEMPLATE : 701143 70900 DOR B2G1F SEPT
TEMPLATE SEQ : 0014
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
122206	122224	179404	PLEASANT BRIAR SVC	1168 PLEASANTVILL	BRIARCLIFF MNR	NY	10510	1				(914)762-8418
122206	122224	248288	AQUEDUCT RD., INC.	190 AQUEDUCT RD	WHITE PLAINS	NY	10606	1				(914)682-9404
162308	162329	130749	CHANINGVILLE DELI	23 CHANNINGVILLE	WAPPINGERS FAL	NY	12590	1				(914)297-1232
162308	162329	562452	SIXTY SOUTH AVE. IN	DBA VILLAGE SERVI	WAPPINGERS FLS	NY	12590	1				(914)297-1414
162309	162330	179371	MINI MARKET	501 HIGHLAND AVE	PEEKSKILL	NY	10566	2				(914)737-2221
162309	162330	546043	PEEKSKILL STATIONER	987 MAIN ST	PEEKSKILL	NY	10566	4			6807	(914)736-0380
162309	162329	696105	DELTA MOTORS	35 SMADBELU AVENU	CARMEL	NY	10512	1				(914)228-1660
162309		716251	SOMERS MOBIL	291 ROUTE 100	SOMERS	NY	10589	1				(914)277-8539
162309	162329	769481	PUTNAM LAKE MKT.INC	74 FAIRFIELD DRIV	PATTERSON	NY	12563	1				(914)279-5905
162309		787069	FUEL & WASH	91 GLENEIDA AVE	CARMEL	NY	10512	1				(914)225-9727
162309	162330	179408	DA ROSE CORNER STOR	102 ALBANY POST R	BUCHANAN	NY	10511	2				(214)739-6991
162309	162330	179440	MONUMENT STATIONERY	314 HIGHLAND AVE	PEEKSKILL	NY	10566	2				(914)737-9802
162309	162330	480979	BAISLEYS & MARAZINO	800 HUDSON AVE	PEEKSKILL	NY	10566	1	NYS			(914)737-1300

PAGE BREAK TOTAL ACCOUNTS 13 TOTAL QUANTITY 19

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WHOLESALER : 203290 HARRY FOURTUNIS, INC. <DIRECT>
TEMPLATE : 701143 70900 DOR B2G1F SEPT
TEMPLATE SEQ : 0014
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
122105		180023	HARTELLS GROCERY IN	326 N BROADWAY	UPPER NYACK	NY	10960	2				(914)358-1250
122204	122220	340514	TANGLEWOOD STATR'Y	2264 CENTRAL PARK	YONKERS	NY	10710	1				(914)793-5061
122206	122224	291105	DONAHUES VARIETY	121 LAKE ST	WHITE PLAINS	NY	10604	1				(914)684-9224
133005	133030	087076	DELIKWICK	RT 208 & CLOVE RO	BLOOMING GROVE	NY	10914	1				(914)783-4455
133005	133030	130769	84 QUIK STOP	ROUTE 17M	NEW HAMPTON	NY	10958	1				(914)374-2208
133005	133030	179116	QUAKER CREEK	STORE, INC.	GOSHEN	NY	10924	1				(914)258-4570
133005	133030	696085	SHAUKAT CIGARETTE V	RRT BOX 13	GOSHEN	NY	10924	1				(914)294-3219
133005	133030	600426	A PLUS	590 BROOKSIDE AVE	CHESTER	NY	10918	1	NYS	0362-0102		(914)469-7552
162210	162227	130376	OTTISVILLE CONV ST	ROUTE 211	OTISVILLE	NY	10963	1				(914)386-1462
162210		704978	HARRY FOURTUNIS	261 NORTH ST	MIDDLETOWN	NY	10940	2				(914)342-2650
162210	162233	178194	CORNER STORE	37 S MAIN ST	LIBERTY	NY	12754	1				(914)292-9087
162210	162227	178898	CINOTTIS MARKET	11 MINE HILL RD	OTISVILLE	NY	10963	1				(914)386-2291
162210	162227	178902	PERINO'S DELI.	ROUTE 6	SLATE HILL	NY	10973	1				(914)355-8686
162210	162227	179180	LAKES OF CIRCLEVILL	ROUTE 302	CIRCLEVILLE	NY	10919	2				(914)361-2871
162210		485720	WALKER VALLEY GROC	ROUTE 52 BOX 315	WALKER VALLEY	NY	12588	1				(914)744-3051
162210	162227	580170	WOODRIDGE SUPERMKT	MAIN STREET	WOODRIDGE	NY	12789	1				(914)434-7788
162210	162227	650720	GOLDEN EMBERS TOBAC	23 NORTH ST	MIDDLETOWN	NY	10940	1				(914)343-3373
162210	162227	688667	FAIR OAKS GENERAL S	RR 8 BOX 279	MIDDLETOWN	NY	10940	1				(914)361-4630
162210	162233	705602	KELLY'S DELI	210 N MAIN ST	LIBERTY	NY	12754	1				(914)292-1182
162210	162227	966204	ROBERT L WILSON	650 ROUTE 211 E	MIDDLETOWN	NY	10940	1				(914)692-3022
162305	162328	754480	M&M MOBIL, INC.	1000 FLATBUSH RD	KINGSTON	NY	12401	1				(518)336-2793
162306	162227	178453	JAMES' GENERAL STOR	PO BOX 346	NAPANOCH	NY	12458	1				(914)647-5973
162306	162327	900015	RONDOUT VALLEY GROC	PO BOX 416 ROUTE	ACCORD	NY	12404	1				(914)626-4661
162307	162327	047278	DOLAN'S MARKET	37 WALLKILL AVENU	WALLKILL	NY	12589	1				(914)895-2211
162307		542363	HILTON GIBSON MILLE	208 MACARTHUR AVE	NEW WINDSOR	NY	12553	2				(914)562-0353
162307	162327	769211	MIDDLEHOPE DELI INC	626 ROUTE 9W	MIDDLE HOPE	NY	12550	1				(914)561-3155
162307		769307	MAISIES QWIK DELI	357 N PLANK RD	NEWBURGH	NY	12550	1				(914)564-5866
162307	162327	178861	DAIRY MART 6696	152 NORTH ST	NEWBURGH	NY	12550	1		0205-1100		(914)561-7640
162307	162327	178944	PETE'S MARKET	271 WASHINGTON ST	NEWBURGH	NY	12550	1				(914)562-5521
162307	162330	178975	FARICELLAS MARKET	140 WALSH AVE	NEW WINDSOR	NY	12553	1				(914)561-5450
162307	162327	567459	H.N. OF NEWBURGH,IN	352 BROADWAY	NEWBURGH	NY	12550	1				(914)562-6683
162307		578991	LAHEY'S MIDWAY	264 QUASSAICK AVE	NEW WINDSOR	NY	12553	1				(914)561-8533
162307	162328	594992	BRIDGE CIRCLE DELI	77 MILTON AVE	HIGHLAND	NY	12528	1				(914)691-2221
162307	162327	596448	SIDDIQUE PETROLEUM	185 MAIN ST	NEW PALTZ	NY	12561	1			913178	(914)255-0322
162307	162327	619745	SAMUELS DISCOUNT CT	1019 RT. 17K UNIT	MONTGOMERY	NY	12549	5				(914)457-5891
162307	162327	632155	BLUESTAR INT. ENT.	160 NORTH ST	NEWBURGH	NY	12550	1				(914)562-1111
162307	162327	638321	ONTERIO ENTERPRISES	30 S PLANK RD	NEWBURGH	NY	12550	1				(914)565-1449
162307	162327	698921	LAKESIDE CONV DELI	RT 52_& LAKESIDE	NEWBURGH	NY	12550	1				(914)566-0622
162307		179178	MIKES DELI	135 UNION ST	MONTGOMERY	NY	12549	1				(914)457-5411
162307	162328	209935	ARDONIA GENERAL ST	RT 44-55	CLINTONDALE	NY	12515	1				(914)883-6655
162307		331060	NORTH PLANK MOBIL	175 N PLANK RD	NEWBURGH	NY	12550	1	NYS			(914)561-2111
162307	162327	769218	A-PLUS #60026	78 STATE ROUTE 17	NEWBURGH	NY	12550	1	NYS	0362-0102		(914)564-2992

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WHOLESALER : 203290 HARRY FOURTUNIS, INC. <DIRECT>
TEMPLATE : 701143 70900 DOR B2G1F SEPT
TEMPLATE SEQ : 0014
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162307	162327	340741	A-PLUS #60027	510 BROADWAY	NEWBURGH	NY	12550	1	NYS	0362-0102	046458	(914)561-5166
162307	162327	179019	MIDDLEHOPE GEN STOR	640 ROUTE 9W	MIDDLE HOPE	NY	12550	1	NYS			(914)562-9764
162308		511360	FOUR STAR WHOLESALE	67 COTTAGE ST	POUGHKEEPSIE	NY	12601	3				(914)473-1793
162308	162329	068529	BARB'S DELICATESSEN	SPRING STREET	BEACON	NY	12508	1				(914)831-0092
162308	162328	130383	K & D DELI, INC.	264 NORTH RD	POUGHKEEPSIE	NY	12601	1			203290	(914)471-1607
162308	162328	178627	SOUTHGATE DELI. AND	658 SOUTH RD	POUGHKEEPSIE	NY	12601	1				(914)462-1911
162308	162329	178726	AMENIA VARIETY	ROUTE 22 & 44	AMENIA	NY	12501	1				(914)373-8300
162308	162329	179411	HUGHSON.FOODMART IN	DAIRY MART # 6614	HUGHSONVILLE,	NY	12537	1		0205-1100		(914)297-9987
162308	162328	307545	9G CITGO	403 VIOLET AVE	POUGHKEEPSIE	NY	12601	2				(914)454-6924
162308	162328	411813	SALT POINT GETTY	BOX 179 RD 1 RT 4	SALT POINT	NY	12578	1				(914)677-9852
162308	162328	440786	ABC GROCERY	22 DE LAVAL PL	POUGHKEEPSIE	NY	12601	1				(914)454-1141
162308	162328	463524	P & Z ENTERPRISES	81 FALLKILL AVE	POUGHKEEPSIE	NY	12601	1				(914)454-6281
162308	162329	473929	HARLEM VALLEY BEVER	ROUTE 22	WINGDALE	NY	12594	1		1695-0000		(914)832-9093
162308	162328	619772	GETTY SERVICE STATI	355 MILL ST	POUGHKEEPSIE	NY	12601	5				(914)473-1442
162308	162328	667150	RED OAKS DELI MART	17 VASSAR RD	POUGHKEEPSIE	NY	12603	1				(914)462-4123
162308	162329	667776	SUNOCO RT. 22	RTE 22	DOVER PLAINS	NY	12522	1				(914)877-3749
162308	162328	669437	S&D FOOD STORE INC	250 HOOKER AVE	POUGHKEEPSIE	NY	12603	1				(914)471-7344
162308	162329	669448	DAIRY MART #6612F	MYERS CORNERS RD	WAPPINGERS FLS	NY	12590	1				(914)297-9990
162308	162328	682626	AL ROYAL PETRO INC	RTE 9G 646 VIOLET	HYDE PARK	NY	12538	1				(914)229-1252
162308	162329	696040	SUNOCO S/S	FAMILY QUICK STOP	HOPEWELL JCT	NY	12533	1				(914)227-9221
162308	162328	746373	PMK PETROLEUM BP	340 VIOLET AVE	POUGHKEEPSIE	NY	12601	1				(914)486-4199
162308	162329	843136	FAMILY QUICK STOP	10 WEST MAIN STRE	PAWLING	NY	12564	1				(914)855-9220
162309	162329	068522	GARRISON MART	PO BOX 48	GARRISON	NY	10524	1				(914)424-3837
162309	162330	179143	JAYS DELI	497 ROUTE 32	HIGHLAND MILLS	NY	10930	1				(914)928-2803
162309	162329	179311	KOEBACKERS MARKET	90 N MAIN ST	BREWSTER	NY	10509	1				(914)279-3515
162309	162329	242620	FAIRFIELD FOOD AND	FUEL CORP.	BREWSTER	NY	10509	1				(914)279-4419
162309		365630	DAVIG CORP. D/B/A	EASY STOP	BREWSTER	NY	10509	1				(914)279-6333
162309		397629	BASSO DELI, INC.	D/B/A M & R MARKE	FORT MONTGOMER	NY	10922	1				(914)446-9580
162309	162330	436555	D A K S TECH., INC.	4 SMITH CLOVE RD	CENTRAL VALLEY	NY	10917	1				(914)928-9614
162309	162329	460627	STORMVILLE CITGO	ROUTE 216	STORMVILLE	NY	12582	1				(914)227-6917
162309		486368	GINO'S DELI.	TOWNERS ROAD	CARMEL	NY	10512	1			904292	(914)225-1188
162309	162330	728412	SHIVAM VARIETY INC.	307 MAIN ST	HIGHLAND FALLS	NY	10928	1				(914)446-2510
162309	162330	745253	HARRIMAN EXXOM	2 MELODY LANE NOR	CENTRAL VALLEY	NY	10917	1				(914)782-7589
162309		922459	HAVERSTRAW SUPERETT	21 BROADWAY	HAVERSTRAW	NY	10927	1				(914)429-9876

PAGE BREAK TOTAL ACCOUNTS 76 TOTAL QUANTITY 91

TEMPLATE TOTAL ACCOUNTS 76 TOTAL QUANTITY 91

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RJR TOBACCO

To All RJR Retail Partners

RETAILER LETTER

DORAL B2G1F

OUR #1 PRIORITY IN 1997 WILL BE TO GET OUR PROMOTIONS TO YOUR CUSTOMERS IN THE QUICKEST WAY POSSIBLE. OUR 1997 PROMOTIONS DIFFER FROM PAST PROMOTIONS AS FOLLOWS:

- WE ASK YOU TO ASSEMBLE DISPLAYS AT YOUR STORE.
- EACH DISPLAY CONTAINS UNPROMOTED LOOSE PACKS.

IMPORTANT NOTE: THIS IS NOT A MISTAKE AT YOUR WHOLESALER.

DO NOT RETURN THIS PRODUCT TO YOUR WHOLESALER.

PLACE THIS PRODUCT INTO YOUR REGULAR INVENTORY.

AS ALWAYS, THANK YOU FOR YOUR ASSISTANCE IN THE MARKETING OF OUR PRODUCTS. IF YOU HAVE ANY QUESTIONS REGARDING THIS SHIPMENT PLEASE CONTACT YOUR RJR REPRESENTATIVE.

RETAILDR.DOC

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Source: https://www.industrydocuments.ucsf.edu/docs/qnhn0000

GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT 09/22/97

ACCOUNT NUMBER: 509977
VOUCHER NUMBER: 15370857
DATE WRITTEN: 09/22/97
STATUS: PAID
AMOUNT PAID: 127.40

W.FOURTUNIS DBA A-W
15 REV GF WIGGINS PL
PEEKSKILL , NY 10566

SEND CHECK TO: ROU

DESCRIPTION	UNITS	AMOUNT
'97 VAP PK & SHP	9.10	127.40

EXPLANATION: SEPTEMBER: DORAL B2G1F PROMOTION #701143/JIM MCLEAN

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